

# GRAIN

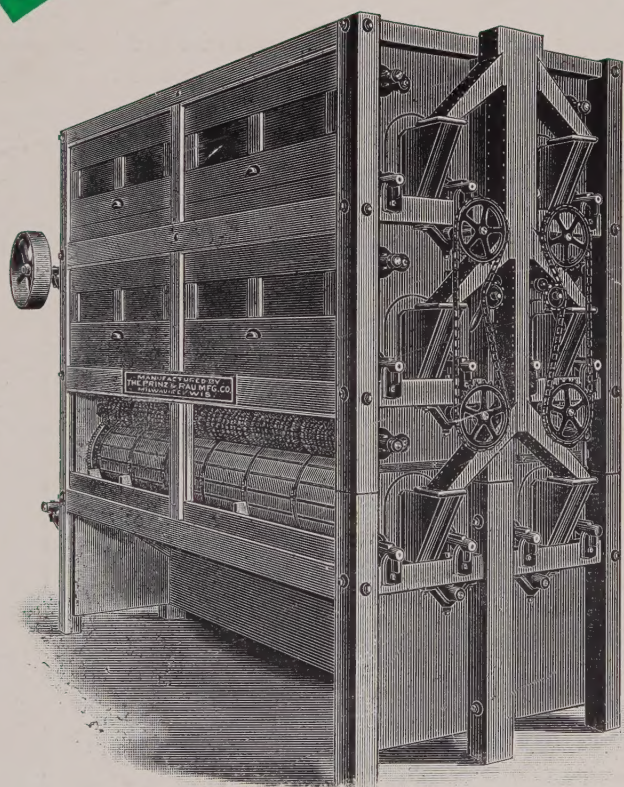
APRIL

POST-CONVENTION NUMBER

1939

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# Editorial

## THE PENALTY OF LEADERSHIP

In every field of human endeavor, he that is first must perpetually live in the white light of publicity. Whether the leadership be vested in a man or in a manufactured product, emulation and envy are ever at work.

In art, in literature, in music, in industry, the reward and the punishment are always the same.

The reward is widespread recognition; the punishment, fierce denial and detraction.

When a man's work becomes a standard for the whole world, it also becomes a target for the shafts of the envious few.

If his work be merely mediocre, he will be left severely alone — if he achieve a masterpiece, it will set a million tongues a-wagging.

Jealousy does not protrude its forked tongue at the artist who produces a commonplace painting.

Whatsoever you write, or paint, or play, or sing, or build, no one will strive to surpass, or to slander you, unless your work be stamped with the seal of genius.

Long, long after a great work or a good work has been done, those who are disappointed or envious continue to cry out that it can not be done.

Spiteful little voices in the domain of art were raised against our own Whistler as a mountebank, long after the big world had acclaimed him its greatest artistic genius.

Multitudes flocked to Bayreuth to worship at the musical shrine of Wagner, while the little group of those whom he had dethroned and displaced argued angrily that he was no musician at all.

The little world continued to protest that Fulton could never build a steamboat, while the big world flocked to the river banks to see his boat steam by.

The leader is assailed because he is a leader, and the effort to equal him is merely added proof of that leadership.

Failing to equal or excel, the follower seeks to depreciate and to destroy — but only confirms once more the superiority of that which he strives to supplant.

There is nothing new in this.

It is as old as the world and as old as the human passions — envy, fear, greed, ambition, and the desire to surpass.

And it all avails nothing.

If the leader truly leads, he remains — the leader.

Master-poet, master-painter, master-workman each in his turn, is assailed, and each holds his laurels through the ages.

That which is good or great makes itself known, no matter how loud the clamour of denial.

That which deserves to live — lives.

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## GRAIN

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PROBLEMS  
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# How We Feel About You



E. S. TERRY, PRESIDENT

Milwaukee Grain & Stock Exchange  
and Vice President of Stratton Grain Company



*"For, verily an incompetent Superintendent is a liability to his employer and an alive, wide-awake one is a joy and a blessing to his boss and maketh much money for them both"*



MR. PRESIDENT, Officers and Members, of the Society of Grain Elevator Superintendents of North America:

I bid you a hearty welcome to Milwaukee! Today marks the 10th anniversary of your association, and, while a decade is not an unusually long time for an organization such as yours to survive, the fact that it *has* not only survived, but shown a continuous healthy growth during this period, is worthy of more than passing comment. Any structure, builded in this period of depressions, recessions, and kindred maladjustments of what used to be a more or less stable government, must have been erected on rock, for its foundation has not only proved stable, but the edifice *has* endured the uncertainties of what many of us believe to be the muddled efforts of a bureaucracy, administered by a bunch of textbook boys, who probably never raised anything except their right hands when they accepted their politically fat jobs, and who, probably couldn't tell the difference between a grain elevator and a box-car, if they had to.

So, I say, congratulations! You not only have started something, but you are following it through with an ever increasing membership, and all this during a period when the grain business has had a hard row to hoe, what with regulation, and more regulation—governmental interference at the source of supply—and then, just to make it harder, entering into competition with legitimate grain merchandisers, by disposing of its so costly acquired stocks, whenever

moved to do so, without regard to market conditions, and without much regard to the grain merchant, whose life has become more or less of a nightmare, caused by the general uncertainty of our over-lords, and the utter impossibility of anticipating what will come next. And then don't forget, that such is the irony of fate, we are all paying for the so-called "noble experiment," not only every American alive today, regardless of whether he has a WPA job or is a reputed captain of Industry, but generations still to come will continue to pay.

## Royal Flush Due

Well, we don't seem to have been able to do much about it, but perhaps some day we shall. Let's hope when the cards are shuffled again, the alleged New Deal won't pass us all of the deuces and trey spots. We'd like to draw an Ace, King, Queen, or Jack, for a change, but above all we want a *square deal*.

I don't know who the first Grain Superintendent was, but you all know the Biblical story of Joseph, and how, during the years of plenty, he "gathered corn as the sands of the sea" and how, when the years of famine came, he not only had grain for his own people, but had plenty to sell to the neighbors, which he did. He may also have been the first man to run "a corner," but if he used it to a good purpose and demonstrated the soundness of the principle of supply and demand, for which, down through the ages, none of our wiseacres have ever found a legitimate substitute.

# MILLIONS

of dollars go up in smoke every year—just because of

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The Good Book does not say whether Joseph had any trouble with his corn heating or whether he had to turn it and clean it, or not, but probably he did, for he was able to dispose of it after keeping it in store for seven years, so he must have been on the job, just as you Superintendents are always on the job, watching the grain in your care and using your knowledge of the various grades to improve your output. For, verily an incompetent Grain Superintendent is a liability to his employer and an alive, wide-awake one is a joy and a blessing to his boss and maketh much money for them both.

The Milwaukee Grain and Stock Exchange is justly proud of having the opportunity of welcoming your membership. We all have kindred problems and if the grain business ever needed understanding, and sane thinking, it is at the present time, so, as President of the Milwaukee Grain & Stock Exchange, I extend the hand of friendship and with it a sincere wish that your visit here may be both profitable and pleasant.

You have a wonderful program ahead of you for the next few days, with pertinent and timely talks on your various problems and phases of activities, which are bound to be helpful, to say nothing of the gladsome opportunity of renewing old acquaintanceships and making new ones.

While we do not want to take you away from any of these interesting and informative sessions, the members of the Milwaukee Grain & Stock Exchange will appreciate the opportunity of meeting you on our Exchange Floor, or our offices, should your activities permit, and please remember — we are always glad to see you whenever you are in town.



## *Pres. Raether Looks Ahead*

At this the tenth annual convention of the Society of Grain Elevator Superintendents, I think it is well to look back for a moment and find what has been accomplished in the ten years. As most all you members know, there has been many obstacles to hurdle and many prejudices to break down to get this Society on a going basis. This has meant a lot of hard work and patience which, with thanks to our national secretary, has been brilliantly accomplished. The growth of our Association has been steady since its beginning; the last few years have shown a wonderful gain in chapters and memberships.



### *More Members Mean More Accomplishments*

The more members we have the better we are equipped to attain our goal for the greater efficiency in the maintenance and operation of grain elevators and processing plants, as the combined ideas and experiences of the many help to cover all phases of the elevator operation, and also makes for better programs at both the annual convention and at the monthly chapter meetings.

I noticed that this last year the various chapters have had better attendance, better programs and a greater degree of interest shown by the members, which proves that we are on the way of attaining another of our goals,—a one hundred per cent membership of elevator and processing plant superintendents, which I believe will be accomplished in the near future.

Efficiency in the maintenance and operation of plants is an important topic, and on this subject you will hear from several of the members who really are the best qualified. Our program committee headed by Mr. T. C. Manning, our genial Vice-President, has arranged a bang up program for you.

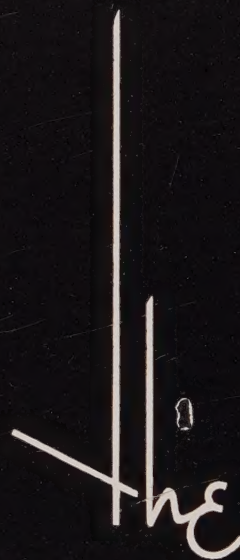
### *Urges Joining Safety Contest*

As you all know, our Society is a member of the National Safety Council. If you have read the bulletins that have been sent to you this last year, you will understand that it is time that you join the Society's safety contest to get the real benefits that the Safety Council can give you. The fees have been reduced to \$5.00 a year per plant. Now this \$5.00 is the best investment a plant manager can make both from a standpoint of safety and the ultimate reduction in compensation insurance premiums for this industry.

As a final word, I wish to stress upon the chapter officers and members that to have good attendance at the chapter meetings, it is necessary to have good programs with topics that are of interest to the members. It is up to the members as well as the officers to see that these programs are made interesting every month, with everyone pitching in and helping; in this way your chapter is sure to grow. The Omaha chapter has been hard to get organized, because of the resistance or no interest by the owners and managers. This last month I have contacted several managers personally and have been promised their support. So I am in hopes of having a more favorable report to make from the Omaha chapter next year.

*Effective*  
**IN DESIGN ...**

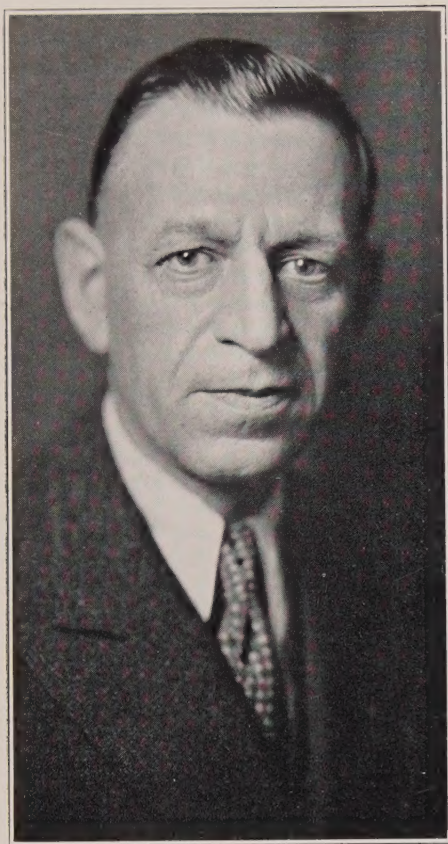
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**IN OPERATION**



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President Ed Raether, Rosenbaum Brothers, Omaha, Put On A Bang-Up Convention.

Kernels, dozens upon dozens of them, spouted in to the SGES' big mixing hopper from every direction on April 2-5, when the tenth anniversary convention of the Superintendents' Society went over the tripper into Milwaukee's Pfister Hotel. Seasoned observers exclaimed that never before had they seen such an assembly of extra choice kernels, each brimming over with just the right proportion of vitamins A (action), B (business), C (concentration), D (determination), E (energy), F (foresight), G (generosity), H (headwork), I (initiative), J (judgment), K (keenness), L (leadership), N (neighborliness), O (originality), P (perception), Q (quality), R (rationalism), S (sagacity), T (tolerance), U (usefulness), V (value), W (wisdom), and the X-Y-Z's of probing the unknown.

Intense interest and sustained energy on the parts of the delegates kept the convention sessions humming along smoothly and at "peak" load, and the discussions following most of the talks indicated that another worth while convention was solidly building the Association's future. The second decade promises a constantly

## Tenth Anniversary Convention Sets New High



*Kernels Manning, Lane, Poulton  
Spotted In Top Positions*



ascending growth and swelling list of accomplishments.

### *Manning, Lane, Poulton Promoted*

T. C. Manning, General Superintendent of the Uhlmann Grain Company's plants in Kansas City, Enid and Fort Worth, able General Convention Chairman of last year's successful convention as well as the recent head of the Kansas City Chapter becomes the new President of the Society, succeeding the amiable Ed Raether of Rosenbaum Brothers, Omaha, who now becomes an honorary director. In his new role President Manning has both the national body and the sectional chapters under his jurisdiction, —quite an undertaking.

Gilbert P. Lane, General Superintendent of Arcady Farms Milling Company, Chicago, stepped up into First Vice Presidency. He, too, headed his regional Chapter as President and likewise served the national body as a director. In his new post Mr. Lane assumes the chairmanship for the Program Committee for next year's conference.

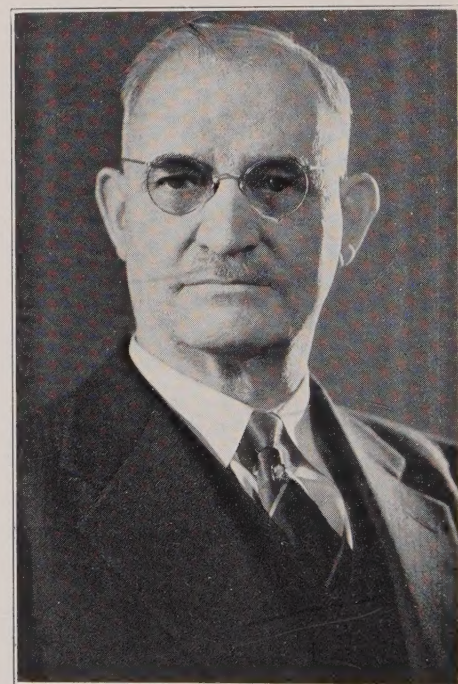
Percy C. Poulton, Superintendent of N. M. Paterson & Company, Ltd., Fort William, succeeds Mr. Lane, being elevated from the directorate. Mr. Poulton is First Vice President of the Fort William-Port Arthur Chapter, and in his new post takes charge of new membership for the parent body.

New Directors include: R. E. Garber, Superintendent, Enid (Okla.) Terminal Elevator Company, one of the original Charter members; J. A. Smith, Manager, Sarnia (Ont.) Elevator Company; R. B.

Pow, Resident Manager, Reliance Grain Company, Ltd., Fort William, and William Mollett, Elevator Superintendent, National Milling Division of National Biscuit Company, Toledo, Ohio.

### *Attendance Representative*

The registration, courteously cared for by the Milwaukee Association of Commerce and Miss Ann Decker, Secretary to Mr. M. H. Ladd, Chief Weighmaster of the Milwaukee Grain & Stock Exchange, officially reports 125 present,



President-Elect Ted Manning, Uhlmann Grain Company, Kansas City, Who Promises the Biggest Year in the Supers' Society History.



Part of the group visiting Froedtert Grain & Malting Company's Plant: Standing, from left to right, are: George Patchin, Appraisal Service Co., Minneapolis; M. M. Noxon, Ralston-Purina Co., Secretary Minneapolis Chapter; Art Osgood, The Day Co., Minneapolis; .....; Harold Wilber, A. E. Staley Mfg. Co., Decatur, Ill.; President-Elect T. C. Manning, Uhlmann Grain Co., Kansas City; J. E. Grant, Canada Malting Co. Ltd., Winnipeg; C. E. Grossman, Union Equity Cooperative Exchange, Enid; Wayne Faulkner, Seed Trade Reporting Bureau, Chicago; Frank Butt, John S. Metcalf Co., Chicago; Andrew Rankine, Canada Malting Co. Ltd., Montreal; James Auld, Hales & Hunter, Minneapolis; Vic Reid, Hart-Carter Co., Minneapolis; C. A. Money, John S. Metcalf Co., Chicago; Bill Gassler, Rosenbaum Brothers, Chicago; Bill Kent, Kent Equipment Co., Chicago; Harold Winkler, Alfred Goethel Co., Milwaukee; Oscar Knoebel, Stratton Grain Co., Springfield, O.; Oscar Bergsmark, Ladish-Stoppenbach Malt Co., Jefferson Junction, Wis.; "Big Bill" Whiting, Stratton Grain Co., Chicago; Ben J. Many, Ben J. Many Corp., Chicago; .....; Art Meyer, McCabe Bros. Grain Co. Ltd., Ft. William, and .....  
Squatting, left to right, are: Axel Grenvall, Capital Elevator Co., Duluth; next—the camera must be right!; President Ed Raether, Rosenbaum Brothers, Omaha; E. J. Martin, Norfolk (Va.) Elevator Co., .....; Wm. Mollett, National Biscuit Co., Toledo; Norman Boardway, Collingwood Terminals Ltd., Collingwood, Ont.; O. B. Roberts, B. F. Goodrich Rubber Co., Chicago; Walter Teppen, Russell-Miller Mfg. Co., Duluth; Al Schaezner, Froedtert Grain & Malting Co., Milwaukee; Jack Coughlin, Brooks Elevator Co., Minneapolis; Jim Shaw, Canadian Pacific Elevator, Pt. McNicoll, Ont., and Jim Mackenzie, Three Rivers (Que.) Grain & Elevator Co.

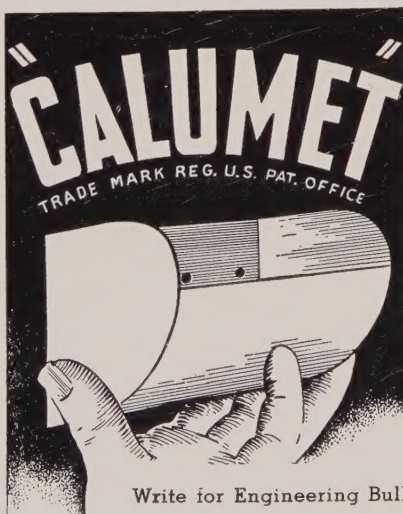
however another half-dozen or so did not get their "John Henry's" down on the dotted line. (An analysis discloses that 2 1/7 times as many out-of-town delegates attended this year's convention than previously.) Twenty-one ladies registered. The attendance, while not drawing from so far south and west as last year, was pleasingly representative in caliber and geographically and as to grain products' industries.

To Harry Thoms, Stratton Grain Company, General Convention Chairman; Bill Kritter, Froedtert Grain & Malting Company; M. H. Ladd, Chief Weighmaster, Milwaukee Grain & Stock Exchange; H. A. Plumb, Secretary, Milwaukee Grain & Stock Exchange; John Voelzke, Archer - Daniels - Midland Company; Al Schaezner, Froedtert Grain & Malting Company; Harold and A. E. Winkler, Alfred C. Goethel Company went unending praise for their splendid work in making the multitudinous preparations for such a successful convention, not to mention their capable wives and sweethearts for their part in arranging such a glorious time for the attending ladies. To Grover C. Meyer, Kansas City, (Mo.) Power & Light Company and his able committee goes unanimous homage for the splendid "Associates' Night Ball" so excellently executed for the entertainment of all on the last night. This was made possible by the excellent co-operation and financial contribution of all Associate members of the Association.

### Managers Attend, Talk, Participate

Outstanding in gratification to the membership was the unusually representative group of managers who so generously gave of their time and talents to attend, talk and participate in the Society's program. These included Mr. E. S. Terry, President of the Milwaukee

Grain & Stock Exchange and Vice President of Stratton Grain Company (who made the opening address); Mr. H. M. Stratton, President of Stratton Grain Company (who so generously provided the Tuesday buffet luncheon on the special train chartered for plant visitation and accompanied the crowd); Mr. A. L. Flanagan, Fraser-Smith Company,



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Chairman of the Weighing & Inspection Committee of the Milwaukee Grain & Stock Exchange (who spoke on the Monday program); Mr. F. E. Benson, Archer-Daniels-Midland Company, (who spoke on Soybeans); Mr. Otto F. Bast, President of the Bast Grain Company and of the Grain & Feed Dealers National Association, Minneapolis (who addressed the Tuesday evening session); Mr. James Hessburg, Archer-Daniels-Midland Company (who spoke at the Tuesday evening meeting); and many others, not to mention the commission merchants, maltster, elevator operators, and supply firms who so generously underwrote the expense of putting on this successful affair. These included Roy I. Campbell, Leon-

### Visit Malt, Corn and Elevator Plants, Brewery

As in previous years the Tuesday and Wednesday morning periods were devoted to plant visitation tours, and this feature proved to be another of the highlights of this interesting affair. Special trains were chartered by Bill "Gosum" Kritter to take the crowds first through Froedtert Grain & Malting Company's plant and thence, following the malt, through the Joseph Schlitz brewery. A buffet style lunch, tastily prepared by the staff at Stratton Grain Company's Kinnickinnic Elevator, topped off the trip in great style.

Another special train on another rail-

### Safety Awards Outstanding

W. H. Kamp, Ralston-Purina Company, Secretary of the Kansas City Chapter, walked away with two grand Safety Trophies that assuredly made everyone sit up and take notice. The first, a gorgeous cup awarded by the H. H. Robertson Company of Pittsburgh, went for the greatest number of man-hours worked without accident, totaling 457,325 since August 24th, 1936. This cup was put up in open competition to which everyone was eligible. The second grand trophy, donated by Harry B. Olson of Chicago, was won by Mr. Kamp's plant for the greatest number of man-hours worked among those entered in the



More of the group visiting the Froedtert Plant. Standing, from left to right, are: .....; Jack Gibson, Hallet-Carey-Swart, Ltd., Ft. William; Oscar Olsen, Peavey Duluth Terminal Elevator Co.; C. L. Higbie, Ben J. Many Corp., Toledo; Charlie Gemlo, Strong-Scott Mfg. Co., Minneapolis; Frank "Slim" Carlson, Russell-Miller Milling Co., Duluth; H. L. "Roy" Heinrikson, Terminal Grain Corp., Sioux City; H. C. Brand, Quaker Oats Co., Cedar Rapids; Ed Odell, Davis-Noland-Merrill Grain Co., Kansas City; J. A. Smith, Sarnia (Ont.) Elevator Co.; .....; "Uncle Henry" Richardson, Richardson Scale Co., Clifton, N. J.; next, a railroad representative for the "Special" train; Charles F. Pierson, Superior Separator Co., Minneapolis; Harry Thoms, Stratton Grain Co., Milwaukee; Fred'k Beakey, Grain & Feed Journals, Chicago; Fred Sibbald, Grand Trunk Pacific Elevator Co. Ltd., Ft. William; Neal Sawyer, Gustin-Bacon Mfg. Co., Kansas City; Grover Meyer, Kansas City Power & Light Co., General Chairman of Associates' Committee, and Vic Oliver, Superior Separator Co., Minneapolis.

In front, left to right, are Vice-President-Elect Percy Poulton, N. M. Paterson & Co. Ltd., Ft. William; John Belanger, Manitoba Pool Elevators, Ltd., Ft. William; Clarence Swearingen, Moore-Seaver Grain Co., Kansas City; Bill "Gosum" Kritter, Froedtert Grain & Malting Co., Milwaukee, and H. H. Van Ornum, Hart-Carter Co., Minneapolis.

ard J. Keefe, Mohr-Holstein Commission Company, W. M. Bell Company, Johnstone-Templeton Company, Fraser-Smith Company, J. V. Lauer Company, Lowell Hoit & Company and La Budde Feed & Grain Company among the commission merchants; Stratton Grain Company, Archer-Daniels-Midland Company and P. C. Kamm Company among the elevator interests; Froedtert Grain & Malting Company; and Prinz & Rau, Fredman Bag Company, K. I. Willis Corporation, The Falk Corporation, Innis-Speiden & Company, Screw Conveyor Corporation, Horner & Wyatt, Stearns Magnetic Manufacturing Company, L. Burmeister Company, The Globe Oil & Refining Company, Weevil-Cide Company, and many others.

road took the assembly to Harry Thom's KK elevator on Wednesday morning, followed by an inspection tour through the maze of operations at the Charles A. Krause Milling Company's plant. At both the Froedtert and Kinnickinnic plants "Uncle Henry" Richardson gave personal demonstrations on the car dumper installations to the men, — and later to the ladies.

Other high lights of this anniversary affair were Dr. James G. Dickson's morning devoted to all phases of barley, the session on economics, the dust explosion and safety session climaxed by the award of trophies to winners in the Society's Safety Contest, the program on phases of electricity, the maintenance meeting and the operation session.

Society's year-long Safety Contest totaling 109,460.

Fred A. Sibbald, Superintendent of the Grand Trunk Pacific Elevator Company, Ltd., Fort William, walked away with the second place trophy, a beautiful cup given by the Appraisal Service Company of Minneapolis for the best record covering any period. Mr. Sibbald reported 108,162 man-hours without a mishap.

The Fort William-Port Arthur Chapter should feel mighty proud, according to the consensus of opinion, because Class B award, for units operating under 75,000 man-hours in the annual Safety Contest went to Frank McLean of the Superior Elevator Company, Ltd., Port Arthur. This attractive cup came from the Seed Trade Reporting Bureau of Chicago.



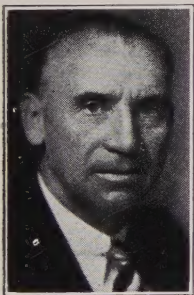
**Gilbert Lane**  
stepped into the First  
Vice Presidency.



**R. E. Garber**  
— a newly elected  
Director.



**Wm. Mollett**  
of National Biscuit  
Co., Toledo, a new  
director.



**O. F. Bast**  
Bast Grain Co., Min-  
neapolis, spoke on  
Tuesday evening.



**Jack Coughlin**  
sought assistance in  
developing new car-  
unloading rig.

Altogether 1,198,100 man-hours were reported by those entered in the contest with 18 lost time accidents during the 12 months period, — a frequency rate of 15.01 per million man hours worked, and a severity rate (the number of lost time days per 1000 man-hours worked) of 0.49. This compares with a frequency rate of 12.01 last year and a severity rate of 0.22, — indicating a poorer record in 1938 than in 1937.

Another contest has already started and entries were piling up hourly at the convention. While the dead-line date for entering has not been announced it is anticipated that the 1939 contest will establish a new "high" in interest and participation,—particularly considering that the two Special Trophies will be up for awarding again next year.

### *Convention Termed Successful*

Everything considered, the Milwaukee convention doubtless registered "high" with all the delegates. It was unsurpassed in diversified interests and seemed to satisfy all equally well. The tenor of these conventions is unique and sustained at high pitch. The contributions to the program are increasing yearly both in number and in merit, and each new market visited seems to bring warranted compliments from Managerial circles and consequently a growing registration of serious-minded, progressive Supers who are bound to make each year's accomplishments just that much better than the last.

The minutes of the convention, a healthy document in itself, is to be sent in four parts to all members in good standing provided the postal department has that many stamps. (And "GRAIN" will do its part in publicizing these minutes.) Which brings up the matter of the financial standing of the Association: — While the monthly financial report for April has naturally not as yet been released, we understand on good authority that the reported deficit for the year's operations and activities is being whittled down steadily and that if renewal dues come in as well as they have heretofore that one bottle of red ink will be for sale shortly. Full details are being mailed to members.

### *On To Toronto*

Director James Shaw of Port McNicoll, Ont., and Director James MacKenzie of Three Rivers, Que., spiked next year's conference for Toronto, — the dates already being set for March 31, April 1-3. The Royal York, which just housed the recent convention of the Grain & Feed Dealers National Association, is to be headquarters for the Supers. "C'mon you 'leben!"

## **COMMITTEES APPOINTED**

President Ed Raether, Rosenbaum Brothers, Omaha, appointed the following committees at the Milwaukee convention:

**AUDITING:** R. B. Pow, Reliance Grain Co., Ltd., Ft. William; Oscar W. Olsen, Peavey Duluth Terminal Elevator Co., Duluth; M. M. Noxon, Ralston-Purina Co., Minneapolis; Harry Thoms, Stratton Grain Co., Milwaukee; T. C. Manning, Uhlmann Grain Co., Kansas City; James Mackenzie, Three Rivers (Que.) Grain & Elevator Co., and E. J. Raether.

**INSURANCE:** Oscar Olsen; T. C. Manning; E. J. Raether; M. M. Noxon, Al Schaezner, Froedtert Grain & Malting Co., Milwaukee, and Gilbert Lane, Arcady Farms Milling Co., Chicago.

**ENGINEERING:** Oscar Bergsmark, Ladish-Stoppenback Malt Co., Jefferson Junction, Wis.; J. A. Smith, Sarnia (Ont.) Elevator Co.; Frank Carlson, Occident Terminal Division, Russell-Miller Milling Co., Duluth, and Andrew Rankine, Canada Malting Co., Ltd., Montreal.

**MEMBERSHIP:** Percy C. Poulton, N. M. Paterson & Co., Ltd., Ft. William; Charles Walker, Archer-Daniels-Midland Co., Omaha; C. J. Alger, Corn Products Refining Co., Chicago; Paul Christensen, Monarch Elevator Co., Minneapolis; Roy Browne, Davis-Noland-Merrill Grain Co., Kansas City, Kan., and C. E. Grossman, Union Equity Co-operative Exchange, Enid.

**DUST EXPLOSION:** Jim Hayhoe, Cargill, Inc., Minneapolis; Walter Teppe, Occident Terminal Division, Russell-Miller Milling Co., Duluth, and E. J. Martin, Norfolk (Va.) Elevator Co.

**SAFETY:** Oscar Olsen, M. M. Noxon, and Clarence W. Turning, Duluth.

**NOMINATIONS:** Wm. H. Gassler, Rosenbaum Brothers, Chicago; R. B. Pow, Reliance Grain Co., Ltd., Ft. William; Wm. Mollett, National Milling Division, National Biscuit Co., Toledo; Jack Coughlin, Brooks Elevator Co., Minneapolis, and Ed Odell, Davis-Noland-Merrill Grain Co., Kansas City.

**PROGRAM:** Gilbert Lane, Arcady Farms Mlg. Co., Chicago; J. Belanger, Man. Pool Elevators, Ltd., Ft. William; Wm. Kritter, Froedtert Grain & Malting Co., Milwaukee; R. E. Garber, Enid (Okla.) Terminal Elevator Co., and Jim Auld, Hales & Hunter, Minneapolis.

**ROUND ROBIN:** Henry Richardson, Richardson Scale Co., Clifton, N. J.; Jim Shaw, Canadian Pacific Elevator, Pt. McNicoll, Ont., and Oscar Olsen (and they did a swell job).



**Percy Poulton**  
was elevated from  
Directorate into officialdom.



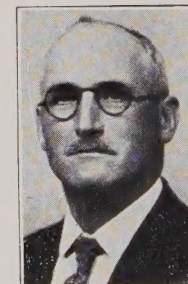
**J. A. Smith**  
Manager of the Sarnia  
(Ont.) Elevator Co.,  
another new director.



**R. B. Pow**  
presided so efficiently  
they made him a  
Director.



**Jim Hayhoe**  
gave conventioners  
novel sampling idea.



**Jim Shaw**  
"stole" the 1940 con-  
vention for Toronto,  
next April.



# — Yes!

*Let's Get  
Down to Facts!*

For years, the Waterproofing business — with few exceptions — has been just about in the "big racket" class. Firm after firm became disgusted with the irreconcilable waterproofing work they paid for — most often without getting the desired results. Waterproofers came and went — but leaky grain storage plants continued to leak. So naturally confidence in waterproofers has — with at least one exception that we know of — been at lowest ebb.

# BEN J. MANY CO.



# But,

—And we've got to talk about ourselves, because if we didn't you wouldn't have any other way of finding out . . . .

—The Ben J. Many Corporation has long been faithfully, conscientiously, and painstakingly serving the grain and grain processing industries, building an unblemished reputation among your fellow grain merchants and grain processors by correctly and scientifically solving your waterproofing and concrete restoration problems.

—We have your confidence because **WE DO OUR WORK WELL!**

—Have you a leaky plant? Want it properly corrected?

*Call in*



*With Confidence*

# PORATION

**30 N. LA SALLE ST.  
CHICAGO, ILLINOIS**



Ed Odell of Davis-Noland-Merrill Grain Co., was the official delegate of the Kansas City District Chapter.



Oscar Olsen made the Safety Trophy Awards which has reflected constantly growing interest.



H. L. "Kadaver" Heinrikson of Sioux City is a real toasty Toastmaster.



Jim Mackenzie helped Jim Shaw "steal" next year's convention.



"Where's Elmer?" He's the one who awarded "Founder" badges.

NAME: R. E. Garber; T. C. Manning; Jack Coughlin; E. J. Martin, and R. B. Pow. (No change was recommended at this time.)

RESOLUTIONS: Gilbert Lane; Jim Shaw; Oscar Olsen, and Harold C. Wilber, A. E. Staley Mfg. Co., Decatur, Ill.

CONSTITUTION & BY-LAWS: R. B. Pow, T. C. Manning; Bill Gassler; H. L. "Roy" Heinrikson, Terminal Grain Corp., Sioux City, Ia., and E. H. Karp, Farm Credit Administration, Chicago.



Part of the progressive delegation from the North,—Fort William, Port Arthur, Georgian Bay and eastward, viz. Jack Gibson, Art Meyer, Bill Poulton, R. B. Pow and Percy Poulton, all of Ft. William; Jim Mackenzie, Three Rivers, Que.; Norman Boardway, Collingwood; Jim Shaw, Pt. McNicoll, and J. A. Smith, Sarina.

## RESOLUTIONS

The following resolutions were drafted and signed by the Resolutions Committee comprised of Messrs. G. P. Lane, Chairman, G. J. Shaw, Harold Wilber and Oscar W. Olsen:

A vote of thanks to Messrs. Harry Thoms, Al Schaezner, John Voelzke, William Kritter, M. H. Ladd, H. A. Plumb, Alfred and Harold Winkler for their outstanding work in preparing, conducting and completing the proceedings of this convention.

To the Milwaukee Grain & Stock Exchange for their splendid cooperation and invaluable assistance.

To all members of the Stratton Grain Company, Charles A. Krause Milling Company, Froedtert Grain & Malting Company and Schlitz Brewing Company for the highly interesting plant inspection tours.

To our distinguished visitors and speakers.

That the Society Charter be draped for 30 days in the memory of Harry E. Armstrong.

A vote of thanks to our Associate Members for their help throughout the year as well as this and all other Associates' Night banquets.

To the members of the ladies' entertainment committee, the trade papers, Program Committee, Membership Committee, Safety Committee, Permanent Associates' Night Committee and the Committee on Dust Explosion Hazards.

As Chairman of this Committee I move the chair that all of these resolutions be adopted and that our Secretary be instructed to mail copies of them to the people so mentioned.

G. P. Lane, Chairman  
RESOLUTIONS COMMITTEE

## ASSOCIATES' NIGHT HUGE SUCCESS

Much praise accrues to the Associate members of the Supers' Society for the splendid Wednesday night entertainment they put on for the enjoyment of all the Milwaukee convention delegates.

Starting off with a grand banquet, at which the President and the King were fittingly toasted following the singing of "America" and "God Save The King," a troupe of acts held the closest attention for

quite some time. Music during the dinner and entertainment, and from then on until the wee small hours provided just the desired rhythm for the ensuing dancing and a most sociable evening. And did everyone have a fine time?! It would appear that annual conventions are too far apart,—judging from the unrestrained fun shared in by all.

Joining to make possible this grand affair were: Kansas City (Mo.) Power & Light Company; The Day Company, Minneapolis; Screw Conveyor Corporation, Hammond, Ind.; Henry G. Onstad, Wilmette, Ill.; Weevil-Cide Company, Kansas City; Alfred C. Goethel Company, Milwaukee; Hart-Emerson Company, Ltd., Winnipeg; Weller Metal Products Company, Chicago; Hallet-Carey-Swart, Ltd., Fort William; Great Western Mfg. Company, Kansas City; B. F. Goodrich Rubber Company, Chicago; Superior Separator Company, Minneapolis; Innis-Speiden & Company, New York; Zeleny Thermometer Company, Chicago; Horner & Wyatt, Kansas City; Strong-Scott Mfg. Company, Minneapolis; Gustin-Bacon Mfg. Company, Kansas City; John S. Metcalf Company, Chicago; Imperial Belting Company, Kansas City; B. F. Gump Company, Chicago; R. R. Howell Company, Minneapolis; Kent Equipment Company, Chicago, and Columbian Steel Tank Company, Kansas City, and of course the Hart-Carter Co., Minneapolis.

These are the gentlemen who entirely underwrote this gala evening and hearty congratulations are due them. Some of these gentlemen likewise materially aided the Milwaukee committee in various ways, including financially, to care for such items of expense as the transportation and so on, as is noted in our convention summary.

"More power to 'em," was the consensus of gratitude unanimously expressed.

## BEANS AGAIN? NEVER, SAY LOSERS!

A revival of the chicken and bean dinner contest between rival new membership teams was suggested at the Milwaukee meeting by its instigator, Oscar Olsen, Peavey Duluth Terminal Elevator Company. We sent our 'inquiring reporter' out to canvas the losers in the 1936 contest and find that the details of the affair have not been forgotten in the least.

The winning team eats chicken and the expense of the multi-variety bean eating losers, according to past performance. The bean pie was the chocking climax among the losers.



## MEMBERSHIP COMMITTEE ACTIVE

At the request of T. C. Manning, President of the Superintendents' Society, we will present monthly the cumulative accomplishments of active members who have been credited with new memberships since March 1st, 1939. To date they are:

- 1-James Mackenzie, Three Rivers (Que.) Grain Elevator Company
- 1-Fred Myers, Cleveland Grain Company, Indianapolis
- 2-T. C. Manning, Uhlmann Grain Company, North Kansas City
- 2-William H. Gassler, Rosenbaum Brothers, Chicago
- 1-Andrew Rankine, Canada Malting Company, Ltd., Montreal
- 1-James Shaw, Canadian Pacific Elevator, Port McNicoll, Ont.
- 1-R. E. Garber, Enid (Okla.) Terminal Elevator Company
- 1-William Ritter, Froedtert Grain & Malting Company, Milwaukee
- 1-Gilbert Lane, Arcady Farms Milling Company, Chicago



Candid camera shot on "Special" train chartered for plant visitation tours.



Harold Wilber drove home in a fog,—but it was one of nature's genuine variety (atmospheric, not forehead).



Art Baum noted author, came to pick up some dust explosion "freak" news.



Bill Gassler entertained "Buck Rogers" and the "Men From Mars."



"Here's a close-up of 'Mogul' Harry Thoms, General Convention Chairman.

## SELF-POWERED BAG CLOSER

The Richardson Scale Company demonstrated an uncanny self-powered portable bag sewing machine at the recent Milwaukee convention that was so light and so fast that "Uncle Henry" had to put on a lot of additional demonstrations because it seemed one's eyes deceived one. One zip and the job was done with unbelievable ease.

"Uncle Henry's" latest only weighs 8 pounds;—meaning the bag closer, of course. Many of the delegates that sack their dust are going to ask for a demonstration "at home" because the new device looks too good to be true.



## COUGHLINS TAKE MEASLES

Jack Coughlin of Brooks Elevator Company, Minneapolis, had the misfortune of having his youngest son contract the measles while they were en route to the Milwaukee convention. Consequently he had to leave his good frau and his older son in Watertown, Wis., too, while he went on to Milwaukee.

"Enjoyed the convention and meeting all the fellows again," he writes, "and from now on will plan ways and means of getting to the conference next year.

"From the turnout across that imaginary line our Canadian boys certainly are entitled to next year's convention all right," he concludes.

## ENJOYS READING

I have been getting "GRAIN" for some time and have enjoyed reading same very much.—D. H. Burney, Superintendent, Searle Terminal Limited, New Westminster, B. C.



Three of the Milwaukee "whirlwinds" that were responsible for putting the convention across in such a BIG way, from left to right, were: Bill "Gosum" Ritter of Froedtert's, Harry Thoms of Stratton Grain Co., and Al Schaezner of Froedtert's.

# Attend the NATIONAL FIRE PROTECTION ASSOCIATION CONVENTION

MAY 8-12th

AND THE

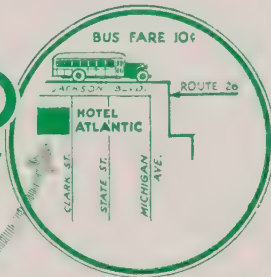
MIDWEST SAFETY CONFERENCE

MAY 9-11th

at

# CHICAGO

Here's Where to Stay in  
**CHICAGO**  
for CONVENIENCE, COMFORT  
ECONOMY & REAL  
GERMAN COOKING



Make the

## ATLANTIC HOTEL

Opposite Chicago Board of Trade  
(316 South Clark Street)

## YOUR HEADQUARTERS

Reasonable Rates  
Excellent Food

OWNER MANAGEMENT  
Ernest Roessler Frederick Teich

HOTEL CLARK ST. NEAR  
JACKSON BLVD.  
**ATLANTIC**



## DR. PRICE TO SPEAK

Dr. David J. Price, Principal Engineer of the USDA Department investigating grain dust explosions is slated to appear on the program of the 17th Annual Midwest Safety Conference, to be held in Chicago on May 9th to 11th. Dr. Price is to appear on the first day and will discuss "blasts" in all shapes and forms.

Other appealing talks include: The Industrial Hot-Box, Maintaining Interest in Industrial Safety, Caring for the Injured Worker, Training for Industrial Safety, Responsibility for Accidents, Men and Methods, Maintaining a Good Plant Safety Record, How "Off-the-Job" Accidents Affect Industrial Lost-Time, and dozens of other pertinent topics followed by discussions.

Any member of the Superintendents' Society is eligible to attend through the membership held by the Association.

## A GRUESOME STATEMENT

According to one good authority, 42% of all the plants that suffer an explosion never resume operations. Wow, that makes the pill just that much more bitter.

## NFPA CONFERENCE IN CHICAGO

The forty-third annual meeting of the National Fire Protection Association, of which the Superintendents' Society is a member, is to be held in Chicago on May 8th to 12th, and a "heavy" schedule is outlined in their program.

This is the body that drafts codes which provinces, municipalities and states adopt and become binding on all industrial plants therein. Design and construction of new plants as well as alterations, maintenance and operation of existing plants are governed by the rules and regulations this body sets up. If their provisions are not to the liking of anyone or any group then it behooves him or them to attend this convention and register objections.

The fixing of a wire from bucket to bucket to be grounded for eliminating static is now on the table. It is hoped that all of the Association's Chapters will each appoint one member responsible for keeping in touch with their developments throughout the year and conferring on future matters. Several of the Society's members attend this affair both for their own companies and for the Society, however the ramifications are rather large and need the utmost cooperation from practical plant men.

## CALLING ALL BOXCARS

The Association of American Railroads has issued a call for the expedient return of all Western box-cars, particularly Sante Fe, Rock Island, Kansas City Southern, Burlington, M-K-T, Missouri Pacific, Cotton Belt, Union Pacific, Texas & Pacific, Northwestern, Milwaukee, Soo, Great Western, Great Northern, Northern Pacific and M & St. L. grain wagons.

This request is urgent, states the notice, so that no car shortage will develop in handling the avalanche of oncoming new grain.

Carloadings continue ahead of last year, when grain and grain products loadings were the only commodity to exceed the 1937 record.

Grain arrivals at Duluth-Superior are increasing sharply, more than doubling the receipts of the previous month. Accumulation of supplies for Eastern shipments, when navigation begins on the Great Lakes, and a revival in flour business are responsible for spring wheat premiums being sustained, according to a report from that market. Last year's shipments, the largest in ten years, exceeded 110,000,000 bushels and this year's charterings start off with an early 5,000,000 bushels.



## NEW TEN YEAR "HIGH"

Receipts of grain at Chicago since January 1 have passed the 200 million bushel total for the first year since 1928, it was established through records compiled by Lyman C. West, statistician for the Chicago Board of Trade.

Receipts of corn alone have exceeded 129 million bushels already, or almost twice the amount which arrived in Chicago during all of 1937.

Based upon last year's yield of 45 bushels to the acre, 129 million bushels represent a year's production from 2,859,000 acres of Iowa corn land, most fertile and productive of any state in the union.

Shipments, too, are much greater than a year ago. They totaled, so far, above 145 million bushels as compared to 97,624,000 bushels for all twelve months of 1937.

Included in the statistics of the total movement of grain here are receipts of 10,386,000 bushels of soy beans, greatest of any year in the history.



*Brain-work is just as necessary as physical exercise, and the man who studies his own case, and then plays one kind of work off against another, finds a continual joy and zest in life, and his days shall be long upon the land.*



## THICK ELASTIC COATING SEALS CRACKS; STOPS SEEPAGE ENDS CONTINUOUS REPAIRS . . .

Even small cracks can admit sufficient seepage to cause costly spoilage. Don't wait until your elevators shed concrete in chunks. DUM DUM MASONOC'S tough, rubbery coating seals the weather out, gives many years of lasting protection. Its life is many times that of ordinary thin coatings. It not only seals existing cracks—it prevents new cracks from forming, thus eliminating costly seepage and continuous repairs.

**STAYS PLASTIC—CONTRACTS AND EXPANDS  
WITH MOVEMENTS OF THE SURFACE**

DUM DUM MASONOC is not a paint. It is a tough, semi-plastic coating that stays rubber-like indefinitely and seals the concrete in spite of temperature changes, vibration, loading strains, and weather. Send for complete details on this unique weather proofing which has saved thousands of dollars for its users.



*Grain Elevators of the Kellogg Company, Battle Creek, Michigan, preserved and protected with DUM DUM MASONOC.*

## DUM DUM MASONOC

A PRODUCT OF

**The Arco Company**  
CLEVELAND  LOS ANGELES

## FRANK BEYER IN HOSPITAL

According to word received from Jack Coughlin of Brooks Elevator Company, past President of the Minneapolis Chapter, Frank Beyer of Fort William is still in the Luther Hospital at Eau Claire, Wis. Mr. Beyer, likewise a past President of his Chapter, was stricken en route to the Milwaukee convention earlier this month and underwent two operations within the week.

A letter from Mr. Beyer himself indicates that he was scheduled to undergo a third ordeal with the surgeon. Latest word from Fort William indicates that he is convalescing slowly.

Frank has a sister and some nieces and nephews in Eau Claire, according to Jack Coughlin, who are caring for his every want, however a note from his many friends would help considerably.



## HOPE EVERYONE FEELS LIKEWISE

"GRAIN" is very interesting.-C. W. Gemlo, Vice President, General Mill Equipment Company, Kansas City, Mo.

## STILL DISCUSSION ON NAME

The Chicago Chapter of the Superintendents' Society again discussed their notions of a change in name for the Association, at their April 18th meeting, with the idea of presenting something acceptable at the Toronto convention next year. Inasmuch as many of the members of this unit are from industries outside of strictly grain handling they seem to believe that a compromise name change will eventually be made.

A dual soy-bean plant inspection trip is planned for May 16th starting at one o'clock. First the Spencer Kellogg plant will be visited followed by the rebuilt Glidden plant, then a dinner and a snappy business session. Joseph Schmitz, Chief Weighmaster of the Chicago Board of Trade, has been invited to be the speaker of the evening.



## MARRYING DIVORCED MERCURY

"Here is something that might be of benefit to those who operate Brown-Duval moisture testers," writes Frank A. Peterson, Norris Grain Company, Baltimore. "The thermometers develop a tendency to separate the mercury, which naturally makes reading out of the question. Tell the boys that if they will get a piece of 'dry ice' and hold the mercury bulb on it for several minutes the mercury will be drawn down into the bulb and in so do-

ing the fluid will be massed together and the air space forced out. Do not hold the 'dry ice' in your bare hands" he warns.

## O. H. "JACK" HORNER EXPIRES

Oliver Howard "Jack" Horner, head of the consulting engineering firm of Horner & Wyatt, Kansas City, and a Founder Member of the Superintendents' Society, died very unexpectedly on April 13th, according to a report from T. C. Manning of Uhlmann Grain Company, President of the Association.

Mr. Horner designed and engineered many of the newer elevators and flour mills that have been built during the past score of years. Widely known and respected, he addressed the Society's convention in Kansas City last year.

## OMAHA HOLDS INTERESTING MEET

"We held a Chapter meeting on April 18th," reports Ed Raether, Rosenbaum Brothers, Omaha. "Had ten Supers out and they all proclaimed it to be an interesting program. I gave them the highlights of the Milwaukee convention and told them about the Safety Contest for the coming year and the benefits that will consequently accrue to the owners."



## WHAT! WE RELAX?

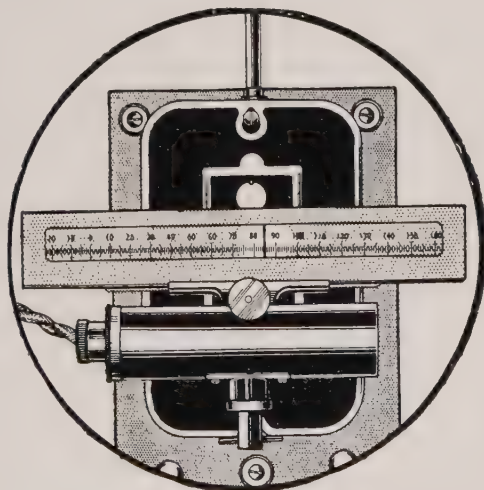
"Now that the SGES convention is over you can set back and relax a little," thinks Frank Peterson of Norris Grain Company, Baltimore. "Hope that a lot was settled among the Supers to their entire satisfaction.

"If I know Supers, it takes a lot to change their ways and its possible in these gatherings that much good can be accomplished. We old timers have had a lot of hard knocks along the way and often wonder how we got this far all in one piece.

"I remember when we carried a 'hay burner' lantern down in the basement to see the bin numbers and then left it at the foot of the stairs to await our next trip under the tanks. Now we shudder at the sight of one of these lanterns near the elevator. Those were the days when wheat was just wheat and we let it go at that.

"Baltimore has fared pretty well with exports of grain, but at present is almost 'dry' of grain.

"The farmers tell us that wheat never looked better than at the present time, so we are hoping that the weather holds good through to harvest and then some."



## Safe GRAIN STORAGE

Are you able to keep a check on the temperature in your storage bins?

You can depend on a ZELENY installation to indicate heating grain.

Superintendents and plant managers who are using our Temperature System say: "We would not be without its protection!"

No obligation for estimates. Write for bulletin!

## ZELENY THERMOMETER COMPANY

542 South Dearborn Street

Chicago, Illinois

## ON PNEUMATIC UNLOADING

By Erich B. Reiner, Vice President Houston (Tex.) Milling Company

I would be glad to answer your question in its entirety. However, many of these things cannot be handled by a simple "YES" or "NO". The cost of unloading grain pneumatically varies because of the following factors:

First of all, how high the system is set; how far it is to the scale; the labor cost on various docks — whether the grain is loaded in high narrow holds or in large shallow holds; whether the elevator discharges the whole hold, or whether only part of the hold is discharged; the electric power rate, and of course, the efficiency of the man handling the suction hose.

We figured, despite our very low power rate, because of our great use of power in our mill, that the unloading of the grain from a boat averages well 1c per bushel. We have, however, in spite of the low power rate, quite a few disadvantages. We are about 600 feet away from the dock and have to use a vertical belt after the grain has been brought up to the conveyor back to the elevator; the grain itself has to be elevated pretty high for this reason. The ships are not always loaded with a view to facilitate a discharge by suction. Sacked grain of one quality is often put on top of another quality so that we cannot just cut sacks in the hold but have to remove the sacked grain first. Our labor on the dock is very high; there has to be a union electrician and lots of supervision, so that no breakdown will occur.

The average suction system is very good to discharge grain as long as it is flowing easily, but there is no device sufficiently arranged that the last part of the hold can be sucked up without help of sweepers. We figure we need 200 horsepower to one ton.

I do not know whether this will give you all the desired information, but if you want something more specific, do not hesitate to ask for it.



## FAST HOPPERS

Grasshoppers hop fast, field experiments in North Dakota this season indicate. J. A. Munro, entomologist of the North Dakota Agricultural College, painted a lot of grasshoppers red and turned them loose. Within ten days specimens of the decorated insects were picked up as much as 300 miles away.

## SAFETY DRIVE SPREADING TO SAMPLERS

Says President E. J. RAETHER, Omaha Little did we realize when our Superintendents' Association inaugurated its Safety drive that it would become so spontaneous.

Latest body to come forth with safety suggestions is the USDA in their October Grain Inspectors' Letter outlining hazards to be encountered in sampling grain.

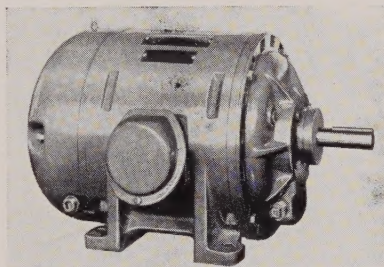
A copy is available for those interested by writing 1108 Post Office Building, Chicago.

## KANSAS CITY CHAPTER MEETS

"We had a good meeting in Kansas City on the 18th," writes T. C. Manning, National President of the Society. "Our next meeting is scheduled for May 16th."

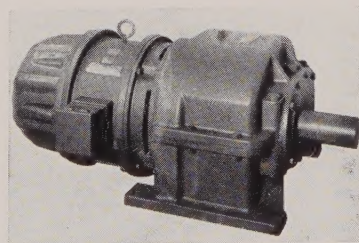
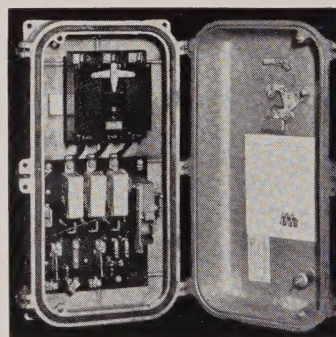
"Wm. Kamp, Ralston-Purina Company, Secretary of the Chapter, brought his two recently awarded Safety trophies to the April meeting and we are going to exhibit them, along with the one my elevator won last year, on the floor of the Board of Trade."

## LOWER INSURANCE RATES WITH ALL EQUIPMENT APPROVED FOR CLASS 2 GROUP G LOCATIONS



**SAFE MOTORS!** Rigid, one-piece frame with feet cast integral. Indestructible rotor. Self-cleaning ball bearings cannot be overgreased. Dual-protected windings with Tuffernell insulation. High efficiency. Minimum maintenance.

**SAFE CONTROL!** Combination De-Ion circuit breaker and starter in single cast case eliminates excessive installation expense. Provides positive short circuit and overload protection.



**SAFE GEARMOTORS!** Compact, high efficiency, integral type gearmotors; single, double, and triple reduction, 1/2 to 75 hp; output speeds 1550 to 4.4 rpm., using approved type CS totally-enclosed fan-cooled motors.

# Westinghouse

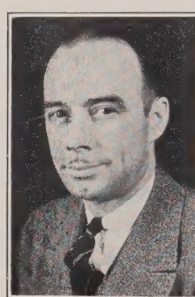
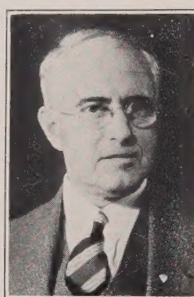
20 N. WACKER DRIVE, CHICAGO

OFFICES, WAREHOUSES AND SERVICE SHOPS  
IN ALL PRINCIPAL CITIES

# Who Was Registered?

H. H. Arendall, Innis-Speiden & Co., Kansas City; Mr. and Mrs. James Auld, Hales & Hunter Co., Minneapolis; Otto F. Bast, Bast Grain Co., Minneapolis; Fred L. Beakey, Grain & Feed Journals, Chicago; Mr. and Mrs. John Belanger, Manitoba Pool Elevator, Ltd., Ft. William; M. Dwight Bell, Minneapolis; F. E. Benson, Archer-Daniels-Midland Co., Milwaukee; Oscar Bergsmark, Ladish-Stoppenbach Co., Jefferson Junction, Wis.; C. L. Beville, S. Howes Co., Silver Creek, N. Y.; Norman D. Boudway, Collingwood Terminals, Ltd., Collingwood, Ont.; J. B. Bodley, American District Telegraph Co., Milwaukee; Mr. and Mrs. H. C. Brand, Quaker Oats Co., Cedar Rapids; A. A. Breed, Milwaukee Grain & Stock Exchange; Lloyd Burmeister, L. Burmeister Co., Milwaukee; G. Frank Butt, John S. Metcalf Co., Chicago; Frank E. Carlson, Russell-Miller Milling Co., Duluth; Mr. and Mrs. Jack Coughlin, Brooks Elevator Corp., Minneapolis; F. A. Cummings, Federal Grain Supervisor, Milwaukee; Nixon W. Elmer, Stephens-Adamson Mfg. Co., Aurora, Ill.; Newton C. Evans, American Miller, Chicago; L. Wayne Faulkner, Seed Trade Reporting Bureau, Chicago; A. L. Flanagan, Fraser-Smith Co., Milwaukee; R. E. Garber, Enid Terminal Elevator Co., Enid; Wm. H. Gassler, Rosenbaum Brothers, Chicago; Mr. and Mrs. Charles Gemlo, Strong

Mr. and Mrs. Arthur J. J. Meyer, McCabe Brothers Grain Co., Ltd., Ft. William; Grover C. Meyer, Kansas City Power & Light Co., Kansas City; Edgar S. Miller, Northwestern Miller, Minneapolis; William Mollett, National Biscuit Co., Toledo; C. A. Money, John S. Metcalf Co., Chicago; Walter Moraw, American Dist. Telegraph Co., Minneapolis; F. A. Morrison, Corporate Service, Detroit; Paul Naeher, B. F. Gump Co., Chicago; Mr. and Mrs. M. M. Noxon, Ralston-Purina Co., Minneapolis; John Oberly, Imperial Belting Co., Chicago; Mr. and Mrs. E. I. Odell, Davis-Noland-Merrill Grain Co., Kansas City; V. L. Oliver, Superior Separator Co., Minneapolis; Mr. and Mrs. O. W. Olsen, Peavey Duluth Terminal Co., Duluth; Mr. and Mrs. H. G. Onstad, Wilmette, Ill.; Mr. and Mrs. A. B. Osgood, The Day Co., Minneapolis; Louis J. Owens, C. B. & Q. Railway, Chicago; Mr. and Mrs. G. L. Patchin, Appraisal Service Co., Minneapolis; C. S. Phillips, Seed Trade Reporting Bureau, Inc., Chicago; Chas. F. Pierson, Superior Separator Co., Minneapolis; Mr. and Mrs. P. C. Poulton and family, N. M. Paterson & Co., Ltd., Ft. William; R. B. Pow, Reliance Grain Co., Ltd., Ft. Arthur; Mr. and Mrs. Emil Prinz, Prinz & Rau Mfg. Co., Milwaukee; H. S. Probasco, Imperial Belting Co., Chicago; Mr. and Mrs. E. J. Raether, Rosenbaum Brothers, Omaha; Andrew



Frank "Slim" Carlson, Russell-Miller Mfg. Co., Duluth, proved his supremacy as a rip-snortin' Toastmaster; Al Schaezner of Froedtert's gave the boys "the works" on their visit; E. J. Martin of the Norfolk (Va.) Elevator Co. brought news of the Atlantic Coasters; M. M. Noxon, Ralston-Purina Co., capable Minneapolis Chapter Secretary, told the other chapter officers how they get out crowds of over a hundred in the Twin Cities; Fred Sibbald, Grand Trunk Pacific Elevator Co., Ltd., Ft. William, told the boys how it really feels to finally get interested in Safety and then swim up to winning a gorgeous trophy, and Wm. Kritter of Froedtert's is still trying to catch up on his sleep after losing so much of it working on convention details with Harry Thoms.

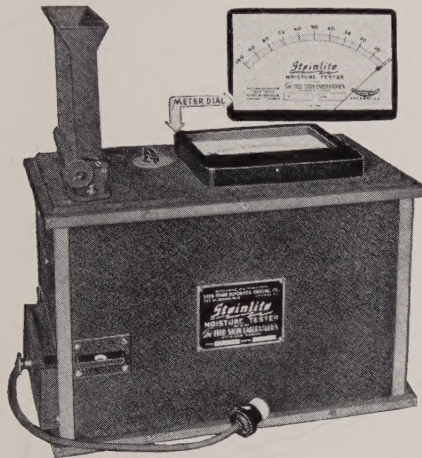
& Scott Mfg. Co., Minneapolis; Mr. and Mrs. John R. Gibson, Hallet-Carey-Swart Ltd., Ft. William; J. E. Grant, Canada Malting Co., Ltd., Winnipeg; Axel Grenvall, Capitol Elevator Co., Duluth; Charles E. Grossman, Union Equity Cooperative Exchange, Enid; John M. Hall, Chicago; James G. Hayhoe, Cargill, Inc., Minneapolis; H. L. Heinrikson, Terminal Grain Corp., Sioux City; Bryce M. Hess, Hess Warming & Ventilating Co., Chicago; James Hessburg, Archer-Daniels-Midland Co., Milwaukee; C. L. Higbie, Ben J. Many Corp., Toledo; E. A. Hinkley, Screw Conveyor Corp., Hammond; J. G. Hinthier, Union Equity Cooperative Exchange, Enid; Elmer H. Karp, Farm Credit Administration, Chicago; Wm. Kent, Kent Equipment Co., Chicago; S. C. Klaus, Zeleny Thermometer Co., Chicago; Oscar J. Knoebel, Stratton Grain Co., Springfield, Ohio; J. L. Kozak, Screw Conveyor Corp., Hammond; Mr. and Mrs. Wm. H. Kritter, Froedtert Grain & Malting Co., Milwaukee; J. F. Kruchten, Ben J. Many Corp., Chicago; Mr. and Mrs. M. H. Ladd, Chief Weighmaster, Milwaukee; Mr. and Mrs. Gilbert Lane, Arcady Farms Milling Co., Chicago; E. A. Longenecker, Chas. A. Krause Milling Co., Milwaukee; James Mackenzie, Three Rivers Grain & Elevator Co., Three Rivers, Que.; H. T. McKay, Westinghouse Electric & Mfg. Co., Chicago; Russell B. Mass, Screw Conveyor Corp., Hammond; T. C. Manning, Uhlmann Grain Co., Kansas City; Ben J. Many, Ben J. Many Corp., Chicago; E. J. Martin, Norfolk Elevator Co., Norfolk, Va.

Rankine, Canada Malting Co., Ltd., Montreal; Victor H. Reid, Hart-Carter Co., Minneapolis; Henry Richardson, Richardson Scale Co., Clifton, N. J.; I. H. Richardson, Richardson Scale Co., Chicago; O. B. Roberts, B. F. Goodrich Co., Chicago; Neal Sawyer, Gustin-Bacon Mfg. Co., Kansas City; A. L. Schaezner, Froedtert Grain & Malting Co., Milwaukee; Gilbert Schenk, Weevil-Cide Co., Kansas City; Miss Adelaide Schmitz, Froedtert Grain & Malting Co., Milwaukee; G. J. Shaw, Canadian Pacific Elevator, Pt. McNicoll, Ont.; M. S. Shiels, H. H. Robertson Co., Chicago; F. A. Sibbald, Grand Trunk Pacific Elevator Co., Ltd., Ft. William; J. A. Smith, Sarnia Elevator Co., Ltd., Sarnia, Ont.; L. M. Smith, Seed Trade Reporting Bureau, Chicago; C. R. Swearingen, Moore-Seaver Grain Co., Kansas City; Mr. and Mrs. W. H. Teppen, Russell-Miller Milling Co., Duluth; E. S. Terry, Stratton Grain Co., Milwaukee; Wm. Thatcher, Froedtert Grain & Malting Co., Milwaukee; Mr. and Mrs. Harry Thoms, Stratton Grain Co., Milwaukee; Clarence Turning, SGES Safety Director, Duluth; H. H. Van Ornum, Hart-Carter Co., Minneapolis; Mr. and Mrs. John Voelzke, Archer-Daniels-Midland Co., Milwaukee; B. I. Weller, Weller Metal Products Co., Chicago; Wm. Whiting, Stratton Grain Co., Chicago; Mr. and Mrs. Harold Wilber, A. E. Staley Mfg. Co., Decatur, Ill.; Mr. and Mrs. A. E. Winkler, Alfred C. Goethel Co., Milwaukee; Mr. and Mrs. H. C. Winkler, Alfred C. Goethel Co., Milwaukee; and Hans Winter, Milwaukee Western Malt Co., Milwaukee.

## A NOTABLE ADVANCE- MENT IN MOISTURE TESTING

Time marches on in the realm of testing grains and processed materials for moisture.

An instrument which is making far-reaching changes in this whole field has recently been announced. The new Steinlite Electric Moisture Tester, according to its sponsors, will make a moisture test in 1 minute and will operate with equal



speed and accuracy on all whole grains, mixed grains and processed materials having as high as 80% moisture.

The instrument operates on the dielectric capacitance principle, uses ordinary current, and is said to consume no more electricity than a 60-watt lamp.

Its operation requires no technical knowledge and no previous experience. In fact, it can well be compared with a radio for simplicity in use. The instrument is modern in design, compact and easily portable. It weighs approximately 44 pounds.

The steps in making a test are as follows: First, the switch is turned on in the same manner as a radio switch. The hand on the dial is then set at zero by turning a knob. Then a sample of grain to be tested is weighed out and checked for temperature by means of a thermometer. Next, the sample is poured into the funnel of the unit and is held there momentarily by a movable bottom. By tripping the trigger release the sample is allowed to fall into the test chamber below. The reading on the dial is taken, and by comparison with a conversion chart the percentage of moisture is found. Finally, a slide is pulled out and the sample withdrawn. The foregoing process does not damage the sample in any way.

It is understood that this machine is reliable and accurate in making moisture tests on a wide variety of materials, such as wheat, corn, oats and other whole grain, tempered wheat, flour, meal, bran, or any mixture of these products. The results are accurate regardless of whether the moisture is largely on the surface of the grain or is diffused as in the case of tempered grain. The reading is a true average of all the moisture in the sample. The test does not depend upon all particles touching the sides of the chamber.

Although new to the trade in general, the Steinlite has been used for many months by leading elevators and mills. It is reported that results obtained with this instrument are identical with those obtained by official methods.

The new Steinlite Electric Moisture Tester is offered and guaranteed by the Seed Trade Reporting Bureau of Chicago, manufacturers and distributors of standard grain, seed and flour testing and grading equipment since 1912.



## PLENTY OF "UMPH"

According to Dean A. A. Potter of Purdue University, the power available in North America is the equivalent of more than 400 human slaves for each of the 35 000,000 families in this country.



And here's some of the ladies about to appraise the Richardson Car dumper with o-o-o-ohs and a-a-a-ahs on their visit to the Foodtest plant. They think it might be a good idea to work out a parallel application at the kitchen sink.

## WANTS TO SEE ANOTHER

I'd like to see another number of your magazine. When I say I want to see a copy of a business paper, and several hundred flow into this department every week, you know it must be good.—William E. McFee, Supervisor, Copy and Plans, Advertising Department, American Rolling Mill Co., Middletown, Ohio.

## DO YOU OCCASIONALLY CHECK YOUR CREW?

The foreman-manager who wants to improve the performance of his crew will frequently sit down and check over every man in his organization. Here are a few points well worth your consideration regarding each man:

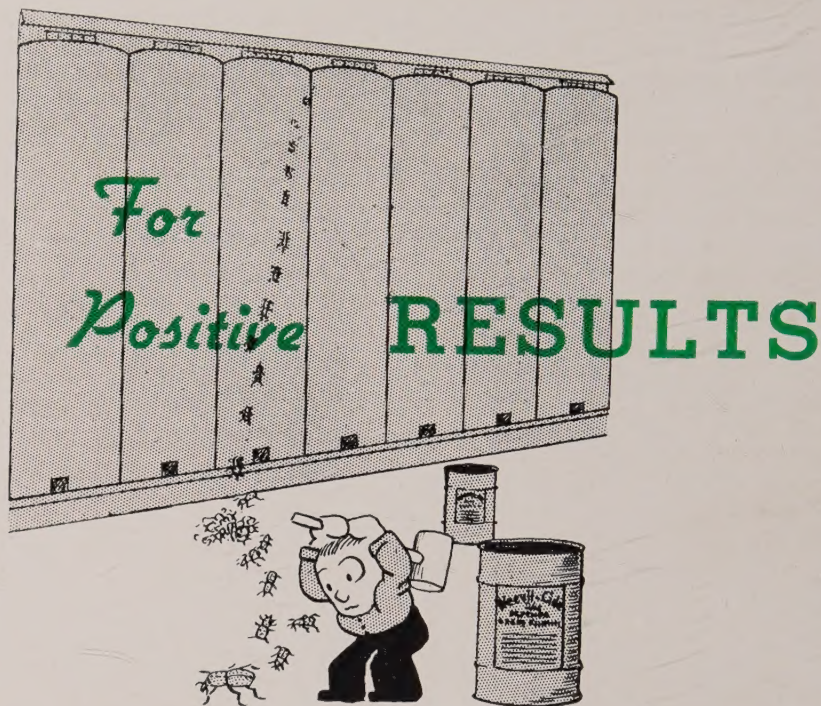
1. General attitude. Is he a willing worker or not? If his attitude is not good, he is a bad risk.
2. Safety record. A man's safety record is frequently indisputable evidence whether or not he is a desirable workman.
3. Skill. Lack of skill can usually be corrected by training if the man is anxious to learn.
4. Adaptability. Some men learn quickly; others do not. It pays to know individual characteristics. Give more time to the fellow who doesn't catch on fast.
5. Speed. Some men naturally work faster than others. In some cases it is desirable to pair up a fast man and a slow man; in others it is not. Again it pays to know your men.
6. Physique. Some small men are physically the equal of men much larger. No man should be given a job, day in and day out,

which he is physically incapable of filling.

7. Working conditions. Do your men have to stoop too much? Reach far? Is the light right?

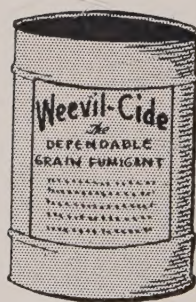
If you adapt your findings to your job assignments, we believe you'll be surprised how much better your crew performs.

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Your  
Overwhelming  
Confidence*



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